

Hendrik Sonnabend

Curriculum Vitae

Personal

Date of Birth: **April 10, 1980.**
Place of Birth: **Herdecke, Germany.**
Citizenship: **German.**
Family: **married, three kids.**

Current Positions

04/2013 - **Post-Doc Position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
Present
04/2015 - **Associate Lecturer**, *University of Hagen and Fraunhofer-Institut Oberhausen*, Interdisciplinary distance studies of environmental sciences (infernium).
Present

Education

2006–2013 **Doctoral degree in Economics**, *University of Hagen*, Title of dissertation: Simultane Suche auf dem Wohn- und Arbeitsmarkt (Search-theoretic models of the labor and housing market).
Advisors: Prof. Dr. Joachim Grosser and Prof. Dr. Thomas Eichner
2000–2006 **Diplom in Economics**, *University of Bonn*, Title of diploma thesis: Testing the Empirical Validity of Mixed-Strategy Equilibria: Penalty Kicks in German Professional Soccer.
Advisor: Prof. Dr. Armin Falk

Research stays

09/2021 **Copenhagen Business School (CBS).**
Host: Prof. Trine Bille

Research Interests

Applied Microeconomics; Labor Economics; Behavioral Economics; Industrial Economics; Sports Economics; Cultural Economics

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Professional Career

- 04/2013 - **Post-Doc Position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
Present
- 10/2015 - **Associate Lecturer**, *FOM University of Applied Science*, Teaching.
04/2016
- 07/2006 - **PhD position**, *University of Hagen*, Department of Economics and Business Administration, Research and teaching.
04/2013

Publications

Publications in Refereed Journals

Strategic Investment Decisions in Multi-stage Contests with Heterogeneous Players, in: *Theory and Decision*, 93(2), 281–317, 2022 (jointly with Christian Deutscher, Marco Sahm, and Sandra Schneemann).

Gender Role Models and Early Career Decisions, in: *Applied Economics Letters* (Advance online publication, <https://doi.org/10.1080/13504851.2022.2066618>) (jointly with Monique Löwe and Ulf Rinne), 2022.

Artists' Labour Market and Gender: Evidence from German visual artists, in: *KY-KLOS*, 75(3), 456-471 (jointly with Maria Marchenko), 2022.

The glass ceiling revisited: empirical evidence from the German academic career ladder, in: *Applied Economics Letters* (Advance online publication, <https://doi.org/10.1080/13504851.2022.2041168>) (jointly with Katrin Heinrichs), 2022.

Female Workers, Male Managers: Gender, Leadership, and Risk-taking, in: *Southern Economic Journal*, 88(3), 906-930, 2021 (jointly with Ulf Rinne).

Can too many cooks spoil the broth? Coordination costs, fatigue, and performance in high-intensity tasks, in: *Southern Economic Journal*, 88(3), 1065-1085, 2021 (jointly with Mario Lackner and Bastian Kordyaka)

Coping with advantageous inequity - Field evidence from professional penalty kicking, in: *Journal of Behavioral and Experimental Economics*, 91, 2021 (jointly with Mario Lackner)

The common-interest game between terrorists and the media: replication and extension, *Empirical Economics*, 60(3), 1593-1606, 2021 (jointly with Youssef Akil).

Pricing in live music: an empirical analysis of the tribute band sector, in: *Economics Bulletin*, 40(2), 890-900, 2020 (jointly with Samuel Cameron).

Pricing the Groove: hedonic equation estimates for rare vinyl records, in: *Applied Economics*, 52(50), 5516-5530, 2020 (jointly with Samuel Cameron).

On discouraging environments in team contests: Evidence from top-level beach volleyball, in: *Managerial and Decision Economics*, 41(6), 986-997, 2020.

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Good Intentions and Unintended Evil? Adverse Effects of Criminalizing Clients in Paid Sex Markets, *Feminist Economics*, 25(4), 2019 (jointly with Georg Stadtmann).

Further Field Evidence for Minimax Play, *Journal of Sports Economics*, 19(3), 371-388, 2018 (jointly with Thomas Dohmen).

Fairness constraints on profit-seeking: Evidence from the German club concert industry, *Journal of Cultural Economics*, 40(4), 529-545, 2016.

Book chapters

"Pricing", in S. Cameron (Ed.), *A Research Agenda for Cultural Economics*, Edward Elgar, Cheltenham, 2019.

Papers under Review

Presenteeism when employers are under pressure: evidence from a high-stakes environment (jointly with Mario Lackner). *Status*: Revise & Resubmit at *Economica*.

The Never Ending Book: The role of new material and peer feedback in user-generated content production (jointly with Maria Marchenko). *Status*: Under Review at the *Journal of Economic Behavior & Organization*.

When colleagues come to see each other as rivals: Does internal competition affect workplace performance? Evidence from professional soccer (jointly with Felia Reicherseder). Under Review at *Industrial Relations*.

Favoritism, social pressure, and gender: evidence from football (jointly with Christian Deutscher, Marius Ötting, and Finn Spilker). Under Review at the *Economic Journal*.

The older the wiser? Determinants of misbehaviour in team contests (jointly with Mario Lackner). Under Review at the *Journal of Economic Psychology*.

Geschlechterunterschiede im Umgang mit Rückschlägen: Eine empirische Analyse am Beispiel professioneller Tennisspieler und Tennisspielerinnen (jointly with Felia Reicherseder). Under Review at *Wirtschaftswissenschaftliches Studium (WIST)*.

Refereed Publications in Nationally Refereed Journals

Die Bedeutung der Eröffnungswoche für den Erfolg eines Kinofilms: Gibt es einen „Nummer 1“ - Effekt?, in: *Wirtschaftswissenschaftliches Studium (WIST)*, 50.Jg, Nr.7, 2021 (jointly with Michael Richter).

Verbot oder Legalisierung von Drogen?, in *Wirtschaftswissenschaftliches Studium (WIST)*, Nr. 4, 2017 (jointly with Ronny Rössel).

Die Entlohnung von Berufenen, in: *Wirtschaftswissenschaftliches Studium (WIST)*, Nr. 11, S.619, 2014.

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Warum soziale Netzwerke für den Arbeitsmarkt bedeutend sind: Ein Beitrag aus der Perspektive der Arbeitsmarktökonomik. *Soziale Netzwerke im Diskurs*, S.28–35, 2013.

Konfliktökonomie und das Paradox der Stärke, in: *Wirtschaftswissenschaftliches Studium (WIST)*, 40. Jg., Nr. 6, S.310–304, 2011 (jointly with Michael Möcker).

Discussion Papers

Using goals to motivate students: The power of small financial rewards, (jointly with Sarah Rezaei and Bastian Westbrock), 2021. <http://dx.doi.org/10.13140/RG.2.2.34275.89125>

A note on Nash equilibrium in soccer, *University of Hagen*, 2007 (jointly with Volker Schlepütz). <http://deposit.fernuni-hagen.de/86/>

Work in Progress

Gender differences in goal-setting behaviour in high-stakes competitions: evidence from freediving contests (jointly with Mario Lackner and Bastian Westbrock). Presented at the 24th Colloquium on Personnel Economics (COPE).

Customer Discrimination in the Field: Supporters' Right-Wing Political Attitudes and Ethnic Team Composition in German Professional Soccer (jointly with Ulf Rinne and Leonie Wolters). Presented at the 13th ESEA Conference.

Small fish in a big pond or big fish in a small pond? Tournament entry decisions in professional tennis (jointly with Andrea Baldin and Maria Marchenko). Presented at the 12th ESEA Conference.

Close But Not Too Close? Pricing in the context of vertical and horizontal product differentiation (jointly with Joachim Grosser and Bastian Westbrock).

Gender, Age, and Risk Preferences (jointly with Mario Lackner).

Referee Service

Labour Economics, Journal of Economic Psychology, Journal of Economic Behavior & Organization, IZA Journal of Labor Economics, International Journal of Game Theory, Journal of Behavioral and Experimental Economics, Managerial and Decision Economics, Journal of Cultural Economics, Journal of Sports Economics, International Journal of Sport Finance, Journal of Media Business Studies

Prizes

Presidents' Prize at the 19th International Conference of the ACEI (The Association for Cultural Economics International).

Professional memberships

European Association of Labour Economists (EALE), European Association for Research in Industrial Economics (EARIE), Association for Cultural Economics International (ACEI), European Sport Economics Association (ESEA)

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Conferences

- Conference of the Society of Labor Economists (SOLE), 2022.
- Jahrestagung des Vereins für Socialpolitik, 2019, 2020.
- Conference of the European Association of Labour Economists (EALE), 2019, 2021, 2022.
- Conference of the European Society for Population Economics (ESPE), 2022.
- Colloquium on Personnel Economics (COPE), 2022.
- Conference of the European Association for Research in Industrial Economics (EARIE), 2018.
- Conference of the European Sport Economics Association (ESEA), 2017, 2021, 2022.
- International Conference on Cultural Economics (ACEI), 2016, 2021.
- European Workshop on Applied Cultural Economics (EWACE), 2017, 2019.
- International Conference on Arts and Cultural Management (AIMAC), 2019.
- Annual Conference "Contests: Theory and Evidence", Norwich, 2018.
- International Conference on Sport Economics and Sport Management (SESM), 2017, 2018, 2019.
- Vienna Music Business Research Days, 2016.

Funding

- Internal research funding ("Genderforschung"), 2021 - 2023, 6,688 EUR. Title: Gender, Age, and Risk Preferences.
- Internal research funding ("Genderforschung"), 2018 - 2019, 7,385 EUR. Title: Gender, Leadership, and Risk Taking.

Invited talks

- Digital Europe Economic (DEE) Seminars, online, 2022.
- Reading Online Sport Economics Seminars (ROSES), online, 2021.
- Texas A&M University and Akademie für internationale Bildung (AiB), Bonn, 2021.
- IZA Brown Bag Seminar, Bonn, 2019.
- Seminar at Bielefeld University, Department of Sports Science, 2017.
- Bamberg Economic Research Group (BERG), "Forschungsseminar VWL", 2017.

Media coverage

Welt am Sonntag, VDI nachrichten, Der Aktionär (Ausgabe May 2022), Forbes, Frankfurter Rundschau, Schweizer Musikzeitung, Welt, Westfalenpost, ESV arbeitsschutzdigital, kunstleben-berlin.de, webecho-bamberg.de.

University/departmental service

- 2021 - Present **Senate member.**
- 2018 - Present **Faculty council member.**
- 2018 - 2020 **Member of search committee, *Macroeconomics*.**
- 2014 - 2015 **Member of search committee, *International Economics*.**

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Teaching

- 2008 - Present **Lecturer**, *University of Hagen*, Health Economics.
2008 - 2016 **Lecturer**, *University of Hagen*, Seminar on Applied Microeconomics.
2012 - Present **Lecturer**, *University of Hagen*, Labor Economics.
2016 - 2018 **Lecturer**, *University of Hagen*, Seminar on Cultural Economics.
2015 - 2016 **Associate Lecturer**, *FOM University of Applied Science*, Introductory Economics.
2017 - Present **Lecturer**, *University of Hagen*, Seminar on Sports Economics.
2017 - Present **Lecturer**, *University of Hagen*, Seminar on Labor Economics.

Teaching qualifications

- Teaching certificate "Professionelle Lehrkompetenz für die Hochschule des Netzwerks *hochschuldidaktik nrw*".
- Teaching certificate *eTeaching* (University of Hagen).

Language and software skills

- *Languages*: German (native), English (fluent), French (basic).
- *Software*: LaTeX, Stata, R



Dortmund, 15. September 2022